

# Intentional Retake

3. Inc. met. (2/24/53 cont.) (2,000,000 pop) (H.E.R.) 114  
States Island - Port Richmond, N.Y.  
 Shopping center - E.A.R. report.  
 750 cars parking at rear.  
 Pears here.  
 H.E.B. sets 350M.  
 Sales est. = 400M; prof. 216M  
 " " = 500M; " 35M  
 Constr. cost 170M. - 72' x 156' x 23' steel for ft.  
 Rent \$18,000 min. plus 5% of sales over \$300M.  
 Store 394 is a mile away.  
 Offer \$12,000 rent; 4% of sales. (30K)  
Saratoga Springs, N.Y., Shopping Center. (Pop. 75M) (H.E.R.) (normal)  
 on Broadway " 100M (2) " 100M (2) " 100M (2)  
 38' N. of Albany; 19' S. of Glen Falls.  
 Prop. of old Grand Union Hotel.  
 Decided against - too small.  
 Norridge - Northwest Chis. Sub. - Harlem Irving Pl. (J.C.C.)  
 \$17,500 min. rent; 5% sales. - Exclusive for us.  
 M. L. K. set sales of \$550M.  
 1 1/4 miles from other new hotel, N.  
 J.C.C. going to Chi. Ori. & will check up. (We may lose it.)  
 (We want a lower rent.)  
 (#177, was sold for \$300M; we bid \$296M.)  
Texas, Ill. - Sheridan Village. (J.C.C.)  
 Lease negotiation.  
 To stay open 6 miles per wk. until 9:00; can open any time we wish.  
 W. J. Montgomery 100' x 120'.  
 \$350M est. sales; est. prof. \$24.6M.  
 \$130M - constr. cost.  
 \$11,200 min. plus 4% of sales over \$80M. (4% of \$10000. = \$2800.  
 Minimum rent = \$11,200.  
 Total rent = \$14,000.  
 1296' of str.  
 Don't agree to sign lease agreeing to stay open 6 (any no.) miles.

